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ZONE ACTIVITY REPORT (August-2018)

Zn	LISTINGS			INVENTORY					Inv Value (IV)		Supply	Contract Value (CV)			Closings			Market Facts					Summary-Calendar YTD			
	# Ofcs	New ML's	New OE's	Total	Rent	Comm	Land	Res	Avg Price	Median Price	Mths Supply	Units	Avg Price	Median Price	#	Avg Price	Median Price	% Of Avg Cv to IV	% Of Med CV to IV	% CO Brk	Orig\$ Sp\$ %Dif	Lp\$ Sp\$ %Dif	Listings	Under Contract	Closed	Closing Gross Volume
20	161	422	7	1,401	79	137	68	1,117	1,067,724	769,000	4.3	264	604,317	534,500	317	676,519	590,000	57%	70%	78%	2.9	1.5	3,700	1,785	1,547	979,106,635
21	159	665	8	1,574	102	184	47	1,241	480,151	395,000	2.9	438	363,861	359,000	373	391,935	362,000	76%	91%	71%	1.4	0.2	5,141	2,932	2,453	879,907,307
24	89	321	0	922	58	95	31	738	656,307	539,900	3.7	199	450,975	430,000	237	495,605	445,000	69%	80%	80%	2.5	1.5	2,647	1,428	1,253	580,805,265
25	97	535	5	1,576	63	136	157	1,220	468,728	369,900	4.4	282	333,924	317,500	292	345,128	325,000	71%	86%	74%	2.7	1.5	3,953	2,138	1,828	583,389,152
28	110	640	0	1,773	126	117	108	1,422	467,485	389,900	3.6	400	338,424	321,500	408	364,321	345,000	72%	82%	80%	3.0	1.5	5,275	2,906	2,439	836,981,303
30	54	183	1	938	238	67	132	501	914,415	639,000	5.7	87	613,599	500,000	68	551,637	437,500	67%	78%	66%	4.7	2.8	1,433	536	494	298,045,950
31	66	204	0	1,227	169	45	113	900	1,978,850	1,199,000	12.1	75	829,178	693,000	59	1,103,463	700,000	42%	58%	73%	6.6	4.1	1,749	532	485	492,277,737
S	736	2,970	21	9,411	835	781	656	7,139	805,234	499,000	4.1	1,745	431,956	380,000	1,754	473,285	405,000	54%	76%	76%	2.7	1.4	23,898	12,257	10,499	4,650,513,349
3	272	720	2	2,817	357	265	87	2,108	1,730,806	1,175,000	5.6	380	871,217	696,500	490	954,823	767,500	50%	59%	66%	3.3	3.2	6,956	2,751	2,406	2,258,363,704
4	45	206	1	468	36	66	2	364	532,996	499,900	2.5	149	481,002	470,000	152	466,039	465,000	90%	94%	78%	2.2	1.3	1,807	1,100	967	456,231,542
5	83	258	2	801	21	92	21	667	676,228	599,000	3.4	194	538,694	517,500	220	555,221	524,500	80%	86%	75%	3.0	2.0	2,405	1,294	1,176	640,283,163
6	212	820	6	2,181	387	240	33	1,521	703,925	549,900	4.2	366	482,481	460,000	379	538,687	485,000	69%	84%	69%	3.3	1.7	6,165	2,645	2,321	1,153,332,211
8	203	375	9	986	88	173	7	718	669,564	569,000	3.3	222	581,532	531,500	210	612,926	553,500	87%	93%	63%	3.1	2.1	3,105	1,587	1,398	792,948,422
N	815	2,379	20	7,253	889	836	150	5,378	1,086,837	688,444	4.1	1,311	620,081	519,000	1,451	684,856	550,000	57%	75%	69%	3.1	2.3	20,438	9,377	8,268	5,301,159,042
10	280	552	1	1,190	263	139	4	784	758,854	649,997	5.7	140	560,379	521,000	133	601,355	568,000	74%	80%	41%	3.1	2.5	4,603	1,120	953	574,563,374
11	151	442	2	1,320	218	287	21	794	904,661	849,000	8.3	97	743,026	750,000	104	753,665	773,500	82%	88%	49%	4.7	3.0	3,596	817	741	525,675,684
12	267	972	2	2,565	549	389	13	1,614	952,845	858,950	5.6	289	708,004	660,000	289	677,275	703,000	74%	77%	53%	4.1	3.1	7,933	2,245	1,963	1,301,658,623
13	179	492	1	1,459	250	221	39	949	896,534	749,990	8.4	117	642,712	555,000	96	675,116	610,000	72%	74%	51%	5.8	3.5	3,543	965	815	522,992,697
14	69	219	1	570	85	91	15	379	653,223	579,000	6.2	63	525,128	500,000	58	608,055	560,000	80%	86%	55%	1.2	1.9	1,617	603	490	272,345,373
15	112	192	3	505	57	72	8	368	627,372	589,990	4.3	90	565,555	545,000	70	524,862	525,000	90%	92%	60%	4.4	3.4	1,505	635	531	270,658,425
Q	1,058	2,869	10	7,609	1,422	1,199	100	4,888	855,235	739,000	6.3	796	646,131	578,892	750	654,550	628,750	76%	78%	51%	4.0	3.0	22,797	6,385	5,493	3,467,894,176
A	2,609	8,218	51	24,273	3,146	2,816	906	17,405	906,289	619,000	4.6	3,852	540,241	459,000	3,955	585,280	485,000	60%	74%	69%	3.1	2.0	67,133	28,019	24,260	13,419,566,567

LAST MONTHS ACTIVITY REPORT (July-2018)

S	738	2,988	7	9,675	936	811	660	7,268	792,384	499,000	4.6	1,590	460,353	390,000	1,549	451,975	390,000	58%	78%	76%	2.6	1.4	20,928	10,512	8,745	3,820,370,709
N	811	2,682	3	7,603	935	847	161	5,660	1,079,217	685,000	4.7	1,204	639,227	530,000	1,245	656,406	540,000	59%	77%	66%	2.9	1.9	18,059	8,066	6,817	4,307,432,391
Q	1,050	2,957	7	7,549	1,466	1,208	92	4,783	858,065	735,000	6.2	775	644,840	595,000	782	656,367	590,000	75%	81%	49%	4.9	3.8	19,928	5,589	4,743	2,976,981,660
A	2,599	8,627	17	24,827	3,337	2,866	913	17,711	901,787	615,000	5.0	3,569	560,757	465,000	3,576	567,845	477,500	62%	76%	67%	3.2	2.1	58,915	24,167	20,305	11,104,784,760

LAST YEARS ACTIVITY REPORT AT THIS TIME

S	726	2,660	51	9,632	755	813	710	7,354	738,326	449,000	4.4	1,653	447,279	355,000	1,801	434,831	375,000	61%	79%	76%	4.0	2.2	23,174	12,146	10,380	4,372,512,766
N	814	2,269	70	6,814	850	800	161	5,003	1,081,840	639,000	4.0	1,245	601,653	485,000	1,506	654,350	515,000	56%	76%	66%	3.8	2.4	19,186	9,346	8,327	5,162,089,415
Q	1,046	2,720	42	6,982	1,448	1,121	124	4,289	825,284	679,000	4.5	950	613,377	555,000	843	614,549	550,000	74%	82%	46%	4.4	3.4	20,395	6,209	5,475	3,152,677,963
A	2,586	7,649	163	23,428	3,053	2,734	995	16,646	863,976	550,000	4.3	3,848	538,233	435,000	4,150	550,999	448,995	62%	79%	66%	4.0	2.5	62,755	27,701	24,182	12,687,280,144

AVERAGE: The total of all the prices of all the units divided by the number of units.

MEDIAN: The point at which 50% of the units are above that price and 50% below the price. Sometimes called the Mid Point.

INVENTORY VALUE (IV): The value, both average and median, of what sellers want for their homes in each zone.

SUPPLY: The number of available homes each month in the Zone divided by the number of contracts that month.

CONTRACT VALUE (CV): The price buyers actually paid for homes in that Zone that month. (Interesting when compared to what (IV) is in that Zone).

% OF CV TO IV: IV is always higher (What the seller wants) compared to CV which is always lower (What the buyer is willing to pay). This shows how close

Buyers are actually paying compared to asking price as a percentage. Interesting when getting Seller to price properly for the current market.

*Includes Brooklyn listings